



Directorate of Outcome
Outcome Report
Event/Activity Organized @AUH

Event Type:Pre –placement Talk, Jaro Education

Event Title: Guest Lecture

Details of Speaker/Resource Person:

Date: 21 August 2017.

Venue:‘B’ Block Auditorium, AUH

Organized by:ABS

Faculty Coordinator(s):Mr.Ajay Kumar Pandey, Mr.Gaurav Singh Arora

Participation: All MBA & BBA (3RD and 5th semester)

Point wise highlights of the Event:

- Dr. Sanjay Salunkhe is a first generation entrepreneur having successfully established three ventures. Dr Salunkhe holds a Doctorate Degree in ‘Change Management and its Impact on Achieving Business Results’. He has done his MBA and LLB from University of Mumbai.
- He has more than three decades of experience in Banking, Education and HR consultancy domain in India and abroad. Dr. Sanjay started his career with a nationalised bank. After completion of his MBA, he worked with reputed companies like Tata Steel, Lupin Ltd. among others in India and U.S.A for about 10 years.
- After gaining experience in various aspects of Management, he started his entrepreneurial journey by establishing his own Recruitment company in December 1999 by the name of Net Technologies Pvt Ltd (brand name ‘NET HR’). Within a short period of time, the company went on to feature Amongst Top 10 Executive Search Companies in India.
- NET HR has successfully placed about 20,000 candidates till date in leading multinational banks. In the year 2008, Dr. Sanjay ventured into the higher education domain with the incorporation of Jaro Institute of Technology Management and Research Pvt. Ltd. (brand name ‘JARO EDUCATION’). The company offers Online MBA programs in tie-ups with both, national and international Universities, institutes and colleges. These programs are tailor-made for working professionals to enable them to accentuate their career prospects. Jaro is also an enrollment partner for Post Graduate Online/ DLP programs offered by the accredited Indian Universities and reputed autonomous educational institutions.

- Dr.Sanjay talked about Jaro Education that it is one of the leading EdTech companies in the Indian education sector which pioneered executive education in the country. It caters to the needs of working professionals by offering them various management and technology programmes, which are tailored with relevance to the present age and industry standards. Through its vision, Jaro has grown exponentially with over 1 Lakh 50k alumni to its name and has 8 centres across the nation. Jaro advocates career up-gradation by leveraging advanced technology and holds crème of the crop academic partners such as IIM Ahmedabad, WeSchool for offering a plethora of executive programmes to its students.
- Dr.Sanjay talked about Jaro Education that it has formed exclusive tie-up with various educational institutions in India as well as in other countries. These institutions include IIM Ahmedabad, IIM Trichy, Guru Nanak Institute of Management Studies (GNIMS), Welingkar Institution of Management (We School), Alliance University, American Business Management and Technical College (ABMTC), SAS, National Stock Exchange (NSE) and Bharatiar University
- Dr.Sanjay also present pictures of the workplace, the premises to give an insight into the work ambiance. This is quite an interactive event, involving two-way communication between the company's presenter and the aspiring employees/students. The students also get an idea regarding whether the company's offerings are up to the benchmark of their requirements or no. Pre placement talks help the company to project itself in the most positive and progressive light, to be able to ascertain, approximately though, as to how many candidates are really interested in the company, and also, if anyone fails to get recruited, to ensure that given a chance, they would come back.
- Coming to the questions and doubts at a Pre placement talk of Jaro Education, students ask questions to Dr.Sanjay Salonkhe and he replied the answers satisfactorily and nicely. It was indeed very interactive session.

Outcome of the Event with Time Line (Proposed/Achieved)

MBA and BBA students well apprised with conceptual understanding and application of Jaro Education, they find this pre placement talk by Dr.Sanjay ,CEO of Jaro Education very fruitful.

(Provide suitable details wherever applicable)

1. Outcome related to Academia Connect		
a) Collaborations for Research Papers/Conference Papers/ Book Chapter etc	Y/N	N
b) Collaborations & MOU for Research Guidance [PhD, PG & UG (summer training, Dissertation)] & Projects/Use of Instruments etc.	Y/N	N
c) Collaboration for Funded Projects.	Y/N	N
2. Outcome related to Industry Connect		
a) Placement	Y/N	Y (Advisory)
b) Collaborations for Research Papers	Y/N	N

c) Collaborations & MOU for Research Guidance [PhD, PG & UG (summer training, Dissertation)] & Projects/Use of Instruments.	Y/N	N
d) Collaboration for Funded Projects.	Y/N	N
3. Outcome related to Society Outreach		
a) Benefit to society in terms of Health & hygiene	Y/N	N
b) Benefit to society in terms of Education	Y/N	N
4. Outcome related to Students Learning & Grooming		
MBA students benefitted by theoretical and application related concepts of Jaro Education.		
5. Any other		
The knowledge regarding online Edu group provides very fruitful and valuable insights as far as pre placement talk is concerned.		

Enclose event report along with glimpses of the event(Photographs)